



STATE OF DELAWARE
EXECUTIVE DEPARTMENT
OFFICE OF MANAGEMENT AND BUDGET

October 22, 2013

TO: ALL OFFERORS

FROM: Roxann M. Parker
STATE CONTRACT PROCUREMENT OFFICER II

SUBJECT: ADDENDUM TO REQUEST FOR PROPOSAL NO.: GSS13707-TACTICAL
LAW ENFORCEMENT AND HOMELAND SECURITY EQUIPMENT AND
SUPPLIES

ADDENDUM #1

This Addendum is issued to answer questions submitted by interested vendors, as per the Request for Proposals.

- Q1) In reviewing this contract, I would like to know if a Parent/Child contract would be acceptable?
- A1) The contract allows for subcontracting. Yes, Manufacturers as well as Distributors can bid. It is also acceptable for a manufacturer to bid and name their distributors as subcontractors.
- Q2) I just wanted to clarify that the pricing portion of this solicitation is simply a % discount off each listed manufacturers product suite. Am I understanding that accurately?
- A2) Yes, all the technical specifications are included in the Request for Proposal, Appendix A. Pricing is to be submitted by category and is to be a % off list price. The catalogue that you are using for list price is to be identified on the price list as well.
- Q3) We are preparing a response to the State of Delaware solicitation, however we have the following question regarding awarded vendor authorization: Can the awardee authorize vendors under the state contract? I believe this provision is called out for in #53 in the body of the solicitation with the submission form Attachment 7, is that correct?
- Q3) Correct, item 53, Subcontracts, addresses your concern. A Subcontractor Form (Attachment 7) will need to be submitted for each vendor authorization. However, the bidder is ultimately responsible for compliance under their contract.

Q4) The bid requires the bidder to have a license to sell firearms. However, my company only wishes to bid on the items that are not related to any of the firearms. For example, duty gear. Do we still need to possess a firearms license to bid non-firearms products?

A4) No, a firearms license is only required if you are bidding on firearms.

Q5) We would like to request further details and outline of Section 11 Trade in of Firearms listed on page 50.

11. TRADE IN OF FIREARMS

Contractor shall accept trade in toward a reduction in cost of new weapons to be purchased. Contractor shall insure that any firearm traded in shall be only resold or consigned to a Law Enforcement Agency or destroyed for parts.

This term should only be applicable to Class 3 submachine/machine guns owned by Delaware law enforcement agencies.

All other firearm classifications such as shotguns, rifles, and handguns shall be taken in trade with credit provided to agency to offset the cost of purchase of new firearms.

The firearms may be sold back to individual officers in compliance with all State and Federal regulations, or sold wholesale to out of state dealers.

Please advise if we will need to take exception to this as well within the contract as per the terms of agreement listed on Page 9 V-EXCEPTIONS

A5) Yes, vendors may take exception to any of the terms and conditions of the Request for Proposals. In order for your exception to be considered it must be contained on the provided Attachment 3 and submitted with your offer.

Q6) Concerning requirement (pg 49) of DE State Firearms License. Since it is legal for the manufacturer to drop ship weapons directly to the agency, and this is normally how purchases are handled, and since it would be impossible for bidders to secure the DE license given the time restrictions, the requirement effectively throws all out of state bidders out of the competitive process. Can this requirement be waived?

A6) We are seeking clarification from the Division of Professional Regulations about this requirement. Please take Exception to this on the Exceptions Page, Attachment 3, and the State will address when we receive clarification.

Q7) Attachment 4, (pg 38) Company Profiles and Capabilities, form states that we must reply to each question listed below, but there are no questions listed, just response areas. Do the questions appear elsewhere in the solicitation?

A7) This is an error. There are no questions because depending on who is represented, ie; distributor, manufacturer, or reseller, questions and capabilities would be different. Bidders should demonstrate their abilities in their proposal. Marketing materials may be used.

- Q8) Can you clarify if you require manufacturer authorization letters from all manufacturers listed, or just the gun manufacturers?
- A8) Dealer or reseller authorization from manufacturer or items that you intend to offer must be provided.

All other terms and conditions remain the same.

S:\ GSS13707 Addendum to Proposal



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